

DATE: December 17, 2004

TO: Municipal Clerk

FROM: Byron E. Johnson, C.P.M.  
Director of Purchasing x 4313

THRU: Aurora Wells  
Bid Clerk ext. 4038

*B. Johnson*

Please place the following item on the **CONSENT** agenda for the Council Meeting of **DECEMBER 28, 2004**.

Item should read as follows:

Solicitation No.: 2005-027R CCTV System for Police Facilities and the Judson Williams  
Convention Center

Award to: Advanced Security Contractors, Inc.  
El Paso, Texas

Item (s): Part 1 – Item 1, Part 11 – All Items

Amount: \$343,100.75

Department: EL Paso Police Department and the Judson Williams  
Convention Center

Funds available: 22150024-508007-07164-G220405

Funding source: Homeland Security Grant

Total award: \$343,100.75

District (s): All

The Evaluation Committee, based on evaluation factors established for this RFP,  
recommends award to Advanced Security Contractors, Inc.

Part I is a fixed-price, single (one-time) purchase and installation contract for CCTV  
Systems installed at various Police Department Facilities and the Judson Williams  
Convention Center. Part II is a contract for time and materials as needed for a term of  
thirty-six months.

Contact person: Monica Vera, Administrative Analyst at 541-4234.

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AGENDA FOR: **DECEMBER 28, 2004**

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**CITY OF EL PASO, TEXAS  
REQUEST FOR COUNCIL ACTION (RCA)**

**DEPARTMENT:** Police

**AGENDA DATE:** December 28, 2004

**CONTACT PERSON/PHONE:** Peter Pacillas Sergeant, 680-6515

**DISTRICT(S) AFFECTED:** ALL

**SUBJECT:**

**APPROVE** a resolution / ordinance / lease to do what? **OR AUTHORIZE** the City Manager to do what? Be descriptive of what we want Council to approve. Include \$ amount if applicable.

Award Request For Purchase no. 2005-027R Closed Circuit TV Systems for Police Department's Regional Commands, Training Academy, Crimes Against Children office and the Judson Williams Convention Center for \$343,100.75 to Advanced Security Contractors, Inc. 8001-E North Mesa #105, El Paso, TX 79932.

**BACKGROUND / DISCUSSION:**

**Discussion of the what, why, where, when, and how to enable Council to have reasonably complete description of the contemplated action. This should include attachment of bid tabulation, or ordinance or resolution if appropriate. What are the benefits to the City of this action? What are the citizen concerns?**

The award RFP is consistent with the CCTV system that was authorized for purchase by the State of Texas grant administrator for this homeland security program. This CCTV system will allow the Police Department and the Judson Williams Conventions Center provide close circuit TV security surveillance of their facilities.

**PRIOR COUNCIL ACTION:**

**Has the Council previously considered this item or a closely related one?**

NO

**AMOUNT AND SOURCE OF FUNDING:**

**How will this item be funded? Has the item been budgeted? If so, identify funding source by account numbers and description of account. Does it require a budget transfer?**


The \$343,100.75 is funded through a Department of Homeland Security Grant administered from Texas Engineering Extension Service through the Rio Grande Council of Governments.

**BOARD / COMMISSION ACTION:**

**Enter appropriate comments or N/A**

\*\*\*\*\*REQUIRED AUTHORIZATION\*\*\*\*\*

**LEGAL:** (if required) \_\_\_\_\_ **FINANCE:** (if required) \_\_\_\_\_

**DEPARTMENT HEAD:**   
(Example: if RCA is initiated by Purchasing, client department should sign also)  
*Information copy to appropriate Deputy City Manager*

**APPROVED FOR AGENDA:**

**CITY MANAGER:** \_\_\_\_\_

**DATE:** \_\_\_\_\_

## PROJECT FORM

Date: December 16, 2004

PROJECT: CCTV System for Police Facilities and  
the Judson Williams Convention Center  
SOLICATION NO: 2005-027R DEPARTMENTS: El Paso Police Department  
FUNDS AVAILABLE: 22150024-508007-07164-G220405 and the Judson Williams  
FUNDING SOURCE: Homeland Security Grant Convention Center  
REPRESENTATIVE DISTRICT(S): All

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RECOMMENDATION: Vendor: Advanced Security Contractors, Inc.  
El Paso, Texas  
Items: Part I - Item 1, Part II - All Items  
Amount: \$343,100.75

The Evaluation Committee, based on evaluation factors established for this RFP, recommends award to  
Advanced Security Contractors, Inc.

Part I is a fixed-price, single (one-time) purchase and installation contract for CCTV Systems installed at  
various Police Department Facilities and the Judson Williams Convention Center. Part II is a contract for time  
and materials as needed for a term of thirty-six months.

RFPS SOLICITED- 57 (35 local)  
RFPS RECEIVED- 4  
"NO BID" RECEIVED- 1

CURRENT TAXES PAID- xx  
OUT-OF-TOWN--       

TOTAL AWARD: \$343,100.75

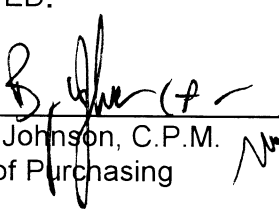
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COUNCIL APPROVED \_\_\_\_\_ REJECTED \_\_\_\_\_ MUNICIPAL CLERK \_\_\_\_\_

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APPROVED:

Council Meeting Date: December 28, 2004

  
Byron E. Johnson, C.P.M.  
Director of Purchasing

JOE WARDY  
MAYOR

JOYCE WILSON  
CITY MANAGER

RICHARD D. WILES  
CHIEF OF POLICE



## POLICE DEPARTMENT

**CITY COUNCIL**  
SUSAN AUSTIN, DISTRICT 1  
ROBERT A. CUSHING, JR., DISTRICT 2  
ALEXANDRO LOZANO, DISTRICT 3  
JOHN F. COOK, DISTRICT 4  
PRESI ORTEGA, DISTRICT 5  
PAUL J. ESCOBAR, DISTRICT 6  
VIVIAN ROJAS, DISTRICT 7  
ANTHONY W. COBOS, DISTRICT 8

December 15, 2004

Monica E Vera, C.P.M.  
Procurement Analyst  
2 Civic Center Plaza  
El Paso, TX 79901-1196

Ref: Proposal 2005-027R Close Circuit TV Systems for Police Department Facilities & The Judson Williams Convention Center

Dear Ms. Vera,

After reviewing the request for purchase bids for the Close Circuit TV Systems for the Police Department Facilities & the Judson Williams Convention Center the Evaluation Committee and the El Paso Police Department recommend the following:

1. Accept the bid that was submitted by Advanced Security Contractors, Inc. 8001 –E N. Mesa #105, El Paso, TX 79932 for \$343,100.75. The RFP meets the requirements of the specifications requested for the City of El Paso and the Judson Williams Convention Center CCTV systems. The RFP is also consistent with the CCTV system that was authorized for purchase by the State of Texas grant administrator for this homeland security program.
2. Total award is \$343,100.75

Thank you for your assistance with this matter.

If you have any questions, please contact Sergeant Peter Pacillas, 680-6515 or [pacillaspf@cityofelpasotexas.gov](mailto:pacillaspf@cityofelpasotexas.gov).

Sincerely,

A handwritten signature in cursive script, appearing to read "Richard Wiles".

Richard Wiles  
Chief of Police



DATE: December 16, 2004  
TO: Contract File  
PREPARED BY: Monica Vera.  
SUBJECT: RPF No. 2005-027R – CCTV Systems for Police Department Facilities and the Judson Williams Convention Center

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Request for Proposals were sent to vendors in accordance with State of Texas procurement requirements for the purchase and installation of CCTV (Closed Circuit Television) Systems. 4 proposals were received on November 10, 2004 from the following companies:

Advanced Security Contractors  
CFI Security, Inc.  
Hi-Tek Special Systems, Inc.  
Securitas Security Services, USA, Inc.

The proposal from Securitas Security Services did not include the required bid bond and is deemed non-responsive.

The Evaluation Committee reviewed the 3 responsive proposals, and after presentations by the companies, Best and Final Offers were requested and received.

The recommendation from the Committee is to award the contract to Advanced Security Contractors, since they received the highest rating based on criteria listed in the RFP. Advanced Security Contractors also offered the lowest price in their proposal.

The pricing breakdown is as follows:

Advanced Security Contractors - \$343,100.75

CFI Security, Inc. - \$428,833.13

Hi-Tek Special Systems, Inc. - \$365,448.17 (\$358,139.21 with 2% prompt pay discount)

Additionally, the proposal pricing from Advanced Security Contractors was lower on Part II – Time and Materials as needed for a 36-month term.

Following is a list of facilities that are included in this RFP.

- Westside Regional Command
- Police Academy
- Northeast Regional Command
- Crimes Against Children
- Pebble Hills Regional Command
- Mission Valley Regional Command
- Judson Williams Convention Center

# CITY OF EL PASO CITY BID TABULATION

RFP ITEM: CCTV SYSTEMS FOR POLICE DEPARTMENT FACILITIES & THE JUDSON WILLIAMS CONVENTION CENTER RFP DATE: NOVEMBER 10, 2004		RFP: 2005-027R  DEPARTMENT: POLICE
ADVANCED SECURITY CONTRACTORS, INC.		EL PASO, TX
CFI SECURITY, INC.		EL PASO, TX
HI-TEK SPECIAL SYSTEMS, INC.		EL PASO, TX
SECURITAS SECURITY SERVICES USA, INC.		EL PASO, TX
RFP SOLICITED: 57		
RFP RECEIVED: 4		
RFP LOCAL: 35		
NO BIDS: 1		

APPROVED BY: 

DATE: 11/11/04

# EVALUATION COMMITTEE PROPOSAL RATING SHEET

RFP: CCTV Systems for Police Facilities and the Judson Williams Convention Center  
RFP NO.: 2005-027R

ADVANCED SECURITY CONTRACTORS, INC.

EVALUATION CRITERIA	MAXIMUM POINTS	SCORED POINTS	COMMENTS
Total cost of ownership (Hardware, Software, Installation Training, Maintenance and Warranty costs).	40	40	MAINTENANCE + WARRANTY COST CONFIDENTIAL \$343,100.75
Conformity to standards identified in RFP <ul style="list-style-type: none"> <li>Design of System</li> <li>Ability to meet performance specifications</li> <li>Hardware and Software Proposed</li> <li>Project Management Plan (include methodology for completion of project in a timely manner)</li> </ul>	30	28	
Compatibility with existing systems	20	20	
Experience and Ability <ul style="list-style-type: none"> <li>Company Experience in installation of similar Systems</li> <li>Outline of support locations identifying where and how support and repairs will be provided</li> <li>Experience of personnel (include resumes and any relevant certifications or qualifications)</li> </ul>	10	10	
<b>TOTAL</b>	<b>100</b>	<b>78</b>	

## EVALUATION COMMITTEE PROPOSAL RATING SHEET

**RFP: CCTV Systems for Police Facilities and the Judson Williams Convention Center**  
**RFP NO.: 2005-027R**

**HI-TEK SPECIAL SYSTEMS, INC.**

EVALUATION CRITERIA	MAXIMUM POINTS	SCORED POINTS	COMMENTS
Total cost of ownership (Hardware, Software, Installation Training, Maintenance and Warranty costs).	40	37.5 *21	5.625% fee - 1 year Installation and training
Conformity to standards identified in RFP <ul style="list-style-type: none"> <li>Design of System</li> <li>Ability to meet performance specifications</li> <li>Hardware and Software Proposed</li> <li>Project Management Plan (include methodology for completion of project in a timely manner)</li> </ul>	30	25	unable to answer questions regarding the presentation.
Compatibility with existing systems	20	20	
Experience and Ability <ul style="list-style-type: none"> <li>Company Experience in installation of similar Systems</li> <li>Outline of support locations identifying where and how support and repairs will be provided</li> <li>Experience of personnel (include resumes and any relevant certifications or qualifications)</li> </ul>	10	10	
<b>TOTAL</b>	<b>100</b>	<b>92.5</b>	

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\* 2005-027R



## EVALUATION COMMITTEE PROPOSAL RATING SHEET

**RFP: CCTV Systems for Police Facilities and the Judson Williams Convention Center**

**RFP NO.: 2005-027R**

**CFI SECURITY, INC.**

EVALUATION CRITERIA	MAXIMUM POINTS	SCORED POINTS	COMMENTS
Total cost of ownership (Hardware, Software, Installation Training, Maintenance and Warranty costs).	40	32	\$428,200.00 No other comments
Conformity to standards identified in RFP <ul style="list-style-type: none"> <li>Design of System</li> <li>Ability to meet performance specifications</li> <li>Hardware and Software Proposed</li> <li>Project Management Plan (include methodology for completion of project in a timely manner)</li> </ul>	30	20	RFP 6/20/05 - 11/05/05
Compatibility with existing systems	20	20	
Experience and Ability <ul style="list-style-type: none"> <li>Company Experience in installation of similar Systems</li> <li>Outline of support locations identifying where and how support and repairs will be provided</li> <li>Experience of personnel (include resumes and any relevant certifications or qualifications)</li> </ul>	10	5	MS & VA: 11/05/05 T-10/05
<b>TOTAL</b>	<b>100</b>	<b>77</b>	

SECURITY DYNAMICS  
3215 E. YANDELL DR.  
EL PASO, TX 79903

SONITROL OF EL PASO  
4042 DONIPHAN  
EL PASO, TX 79922

HI-TEK SOUND AND SIGNAL  
4030 TIFFANY LANE  
EL PASO, TX 79938

SECURITY LINK FROM AMERITECK  
11227 PELLICANO DRIVE  
EL PASO, TX 79935-5303

INTREPID SYSTEMS  
6425 BOEING  
EL PASO, TX 79925

ADT SECURITY SYSTEMS  
11227 PELLICANO DRIVE  
EL PASO, TX 79935-5303

FIRST ALARM  
1008 WYOMING  
EL PASO, TX 79902

ENERGY CONTROL INC.  
2600 AMERICAN ROAD, STE. 110  
RIO RANCHO, NM 87124

NU-CON  
14200 ASHFORD SUITE C  
EL PASO, TX 79928

SIMPLEX/GRINNEL  
10937 PELLICANO DR  
EL PASO, TX 79935

ADVANCED SECURITY  
CONTRACTORS  
8001-E N. MESA, #105  
EL PASO, TX 79932

SOUND AND SIGNAL SYSTEMS  
3621 MATTOX  
EL PASO, TX 79925

TEXAS NATIONAL PROTECTION  
SERVICES  
11394 JAMES WATT, STE. 803  
EL PASO, TEXAS 79936

CFI SECURITY SYSTEMS  
1605 BEECH ST.  
EL PASO, TX 79925

DESERT COMMUNICATIONS  
7355 REMCON CIR. STE. 102  
EL PASO, TX 79912

SECURITY GENERAL  
INTERNATIONAL  
11237 PELICANO SUITE G  
EL PASO, TX 79935

SIEMENS SECURITY  
11500 METRIC BLVD. STE 460  
AUSTIN, TX 78758

RTECH COMMUNICATION  
SYSTEMS SALES & SERVICE  
12036 WILLOW MIST  
EL PASO, TX 79936

JENSA SECURITY SYSTEMS  
PO BOX 962068  
EL PASO, TX 79996

SBI  
P. O. BOX 1971  
EL PASO, TX 79950-1971

HI TEK SPECIAL SYSTEMS  
11180 ROJSAS  
EL PASO, TX 79935

ATTN: RICHARD Y. KUK  
INTER-PACIFIC, INC.  
1201 D LAKE COOK ROAD  
DEERFIELD, IL 60015

ATTN: KATHY ALLEN  
DSSI CORP  
2744 DUNIVEN CIRCLE  
AMARILLO, TX 79109

ATTN: DEREK C. ANDERSON  
CONNECTIVITY INC.  
3733 NW 16<sup>TH</sup> STREET  
LAUDERHILL, FL 33311

ATTN: ROCKY ALEXANDER  
ADVANCED SECURITY  
ENGINEERING CORP  
7202 HOPKINS COURT  
SPRINGFIELD, VA 22153

ATTN: JOHN T. TIPTON  
SECURITY GENERAL INTERNATIONAL  
500 SANDAU SUITE 400  
SAN ANTONIO, TX 78216

ATTN: HANK COX  
BRADLEY & ASSOCIATES, LTD.  
538 S PINE MEADOW DRIVE  
DEBARY, FL 32713

ATTN: JUDY WENDT  
LASER TECH  
4000 N. MESA STREET  
EL PASO, TX 79902

ATTN: JOHN CLARKSON  
BENSON SYSTEMS  
12200 N. STEMMONS FREEWAY STE 300  
DALLAS, TX 75234

ADVANCE SECURITY  
ATTN: EDDIE PEINADO  
14705 NORCROSS PL  
EL PASO, TX 79928

ATTN: ROBERT F. HARGROVE  
ELERT & ASSOCIATES  
202 N. ALLEN DRIVE SUITE E-122  
ALLEN, TX 75002

ATTN: ROBERTA NEWCOMBE  
GUARDIAN SOLUTIONS  
6311 ATRIUM DRIVE SUITE 203  
BRADENTON, FL 34202

ATO SOLUTIONS CORPORATION  
ATTN: JIM CESSNUM  
2451 BILL SMITH ROAD  
CONROE, TX 77384-4407

CARTER BROTHERS, LLC  
ATTN: DESIREE NESBITT  
100 HARTSFIELD CENTER PARKWAY, SUITE 140  
ATLANTA, GEORGIA 30354

ATTN: DAVID TIDWELL  
SOUTHER STEEL COMPANY  
4634 SOUTH PRESA  
SAN ANTONIO, TX 78223

HONEYWELL SECURITY MONITORING  
ATTN: TIM DANIELEWICZ  
12644 SUN COVE  
EL PASO, TX 79938

ATTN: SHAYNA D. EVANS  
PYROCOM SYSTEMS, INC.  
3611 MCRAE BLVD.  
EL PASO, TX 79925

ATTN: BILL LUTTRELL  
ALLTRONICS INTEGRATED  
SYSTEMS, INC.  
6501 BOEING, F-1  
EL PASO, TX 79925

ATTN: LEILA A. WADSWORTH  
VIASYS SERVICES, INC.  
26 LAKE WIRE DRIVE  
LAKELAND, FL 33815

ATTN: CRAIG MOSHIER  
SOUTHWESTERN WIRELESS/KEY  
COMMUNICATIONS, INC.  
6941 COMMERCE AVENUE  
EL PASO, TX 79915

AVENTURA TECHNOLOGIES  
400 OSER AVENUE SUITE 1850  
HAUPPAUGE, NY 11788

BRADLEY & ASSOCIATES, LTD.  
ATTN: HANK COX  
538 S PINE MEADOW DR  
DEBARY, FL 32713

RON PERKINS  
3206 TYRONE  
EL PASO, TX 79925

ATTN: STEVE MINTON  
SECURITAS SECURITY  
SERVICES USA, INC.  
1155 WESTMORELAND SUITE 201  
EL PASO, TX 79925

ATTN: TROY PETERSON  
NATIONAL SECURITY ALLIANCE  
2507 E. YANDELL  
EL PASO, TX 79903

ATTN: BLANCHE MARTINEZ  
SATELLITE COMMUNICATIONS  
1346 LEE TREVINO SUITE 204  
EL PASO, TX 79936

ATTN: JOSEPH PASSANTINO  
INTERNATIONAL CONTROLS  
3945 DONIPHAN PK. CIR. STE. 204  
EL PASO, TX 79922

JOE JIMENEZ  
1048 SOUTHWESTERN DRIVE  
EL PASO, TX 79912

ATTN: JESSE BAKER  
IBM  
7100 HIGHLANDS PARKWAY D16-06  
SMYRNA, GA 30082

JMC CONSULTING  
308 SUNDOWN PLACE  
EL PASO, TX 79912

ATTN: RICHARD PEINADO  
SECURITY INTEGRATORS  
AND CONSULTING  
11875 WEST LITTLE YORK STE 104  
HOUSTON, TX 77041

COMMUNICATION EXPERTS INC.  
ATTN: DANNY R. PEDREGON  
1550 GOODYEAR  
EL PASO, TX 79936

ATTN: MISTY BROWN  
LUBBOCK AUDIO VISUAL, INC.  
2120 AVENUE Q  
LUBBOCK, TX 79411

SATELLITE COMMUNICATIONS  
ATTN: BLANCHE MARTINEZ  
1346 LEE TREVINO, STE. 204  
EL PASO, TX 79936

ATTN: CONNIE FALCONE  
ATD-AMERICAN CO.  
135 GREENWOOD AVENUE  
WYNCOTE, PA 19095

ATTN: MIREYA ORTIZ  
EL PASO A.R.C. ELECTRIC  
8010 NORTH LOOP  
EL PASO, TX 79915

ATTN: MIKE COX  
VISUAL INNOVATIONS  
COMPANY, INC.  
8500 SHOAL CREEK BLVD BLDG 1  
AUSTIN, TX 78757

ATTN: MIKE SHANNON  
ENTERPRISE CABLING SOLUTIONS  
ANIXTER - AUSTIN  
600 CENTER RIDGE DRIVE SUITE 400  
AUSTIN, TX 78753

BID INFORMATION SERVICE  
(ALL BIDS ARE ADVERTISED)

BID NET PROCESSING CENTER  
PO BOX 5600  
ALBANY, NY 12205

GREATER EL PASO CHAMBER OF COMMERCE  
ONE CIVIC CENTER PLAZA  
EL PASO, TX 79901

EL PASO HISPANIC CHAMBER OF COMMERCE  
2829 MONTANA AVE, B-100  
EL PASO, TX 79903

EL PASO TIMES NEWSPAPER  
CLASSIFIED/LEGAL SECTION  
PO BOX 20  
EL PASO, TX 79999

CONTRACT OPPORTUNITY CENTER  
4791 N. MESA  
EL PASO, TX 79902

SAM'S CLUB  
7970 NORTH MESA  
EL PASO, TX 79932

SUBCONTRACTORS ASSOCIATION  
PO BOX 3612  
EL PASO, TX 79923

COMMERCE BUSINESS WEEKLY  
2626 NORTHEAST #103  
EL PASO, TX 79902

BLACK CHAMBER OF COMMERCE  
ONE CIVIC CENTER PLAZA  
EL PASO, TX 79901